



Product Overview

AccessIT Remote Access Management for Better IT Service



Introducing

AccessIT

Centralized Remote Access Management of all IT Assets



Official launch and shipping date – June 1st, 2009

1. Product Definition

AccessIT is an appliance based application that provides IT staff with secure and centralized management of all remote access services in the organization. It operates in both Windows and Linux environments and is accessible from Internet Explorer and Firefox.

AccessIT is a web-based management solution that consolidates in-band *¹ and out-of-band*² remote access services onto one user-friendly web portal. It provides a unified point and click view of all IT assets together with their assigned remote access services. AccessIT is a single sign-in solution making it simple and easy for IT staff to enter the system regardless of their location at any given moment.

AccessIT manages remote access to up to 250 mission-critical IT and network devices of the business whether they are inside the server room or distributed around the organization or branch offices. These can include: servers, virtual servers, IP-enabled KVM switches, routers, firewalls, serial console servers, network switches, printers, power distribution units (PDUs), environmental devices (sensors), surveillance IP cameras and more.

AccessIT provides unique seamless (one-click) access to IT assets through a select, predefined list of Access Services™ that include: RDP, VNC, VMware ESX Server, VMware Server 1x and 2x, SSH, Telnet, HP iLO and KVM (Minicom or 3rd party). You can also customize any other remote access method in a few simple steps.

AccessIT provides a secure environment, adhering to the most stringent industry standards.

AccessIT is designed to work with internal or external LDAP authentication (Microsoft Active Directory) and offers high encryption security to ensure secured, un-tampered communication between:

- IT User and the **AccessIT** appliance
- **AccessIT** appliance and the connected Minicom IP KVM devices
- IT User and the connected Minicom IP KVM devices

AccessIT is a 1"U" 19" rack mountable appliance.

*¹ In-band access

Software based solutions such as RDP or VNC require the server's Operating System (OS) to be fully booted and running (OS dependent) in order to gain remote access. If the OS crashes, an in-band remote access solution cannot function.

*² Out-of-band (OOB) access

Out-of-band (OOB) access is OS independent.

With OOB access, devices are physically connected to servers like IP KVM gateways, switches or an on-board chip like HP ILO allowing you to access the server during the BIOS level stage (below the OS).

For example, with OOB via IP KVM, the boot process can be managed in the exact same manner as if the network administrator was sitting in front of the managed device.



2. Product Positioning

What and for whom is AccessIT?

AccessIT is a secure and easy-to-use remote access management solution that enhances the level of IT service and IT productivity in organizations. AccessIT consolidates all remote access services into one single session thus providing the IT staff with a simple, secure and quick way to access all IT assets, regardless of their physical location.

AccessIT offers a holistic approach to the remote access needs of the IT staff. It unites onto one interface all IT users, all IT assets and all remote access methods used. This in turn ensures remote access to mission critical assets is secure at all times and work methods are kept uniform, whether the IT staff is inside the organization, at a branch office or on the road. Further more, it provides the IT manager with complete and centralizing control, at all times, of the activity of his staff.

AccessIT is targeted at organizations with up to 250 servers and network devices, with one or more IT personnel that are in charge of the daily management, maintenance, monitoring and control of the company's mission-critical IT assets. The organization can be in one or more locations (HQ + branch offices).

What IT needs does AccessIT answer?

AccessIT removes the complexities of managing the mixed IT environment by stretched and stressed out IT staff. It provides the must-have in IT security, it unifies and simplifies their daily work and it shows a clear ROI in today's difficult times.

The main benefits of AccessIT:

- Simplifies the daily workload of the IT staff by consolidating in-band and out-of-band remote access methods
- Definite ROI by having all IT staff work with the same web interface in a uniform way, not bounded to their specific desk
- Increases productivity by providing multiple one-click remote access methods
- Increases efficiency by having the choice of assigning multiple access methods to the same target, tailored according to the specific task or user preference
- Increases security in the organization by centrally managing all remote access activity of IT staff. (Access rights, group assignments, configurations etc.)
- Prevents vendor lock-in, by supporting seamless integration of 3rd party, serial and power switches
- Increases cost efficiency by getting more out of past IT investments of legacy KVM switch systems. Adding remote access capability to existing analog systems is a simple process backed up by Minicom's unique Real Needs approach - click [here](#).
- Minimizes server down-time by KVM Remote support. IT staff are only one-click away from fixing BIOS level problems of mission critical servers as they happen

Minicom's value proposition

Makes so much Sense, IT Saves Dollars

Minicom offers a unique approach & sales proposition to companies looking to upgrade their IT support and service level in the most cost-effective manner, without compromising on the end result.

The Minicom Real needs approach saves money today, maximizes on money spent yesterday, frees the business to "pay as you grow" and prevents the dreaded vendor lock-in. It safeguards IT investments by adding-on, instead of replacing, a IP KVM layer to the already installed, up and running analog KVM system.

The Real Needs approach is so cost-effective that it can save up to half the price of competing solutions because other KVM switch manufacturers pressure you to "throw everything out" and replace a perfectly working KVM Installation. Instead of spending thousands of dollars replacing working analog KVM systems, repurpose them by simply adding Minicom IP KVM gateways and then by managing them all through one AccessIT portal.

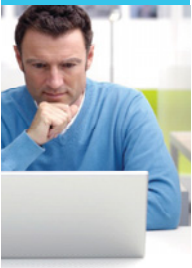
AccessIT goes one step further in answering the Real Needs of the IT by being an open ended system that simplifies the management of all Minicom KVM devices together with all 3rd party remote access methods.

Why AccessIT?

AccessIT offers the growing business, a secure, one-stop management tool at a price far below any competitor!

In fact you get an enterprise level management tool that organizes and simplifies a company's IT assets at an SMB level price. That's 1/3rd the price of the competition!

AccessIT shows an immediate ROI and bears no hidden costs, with AccessIT we answer your needs.

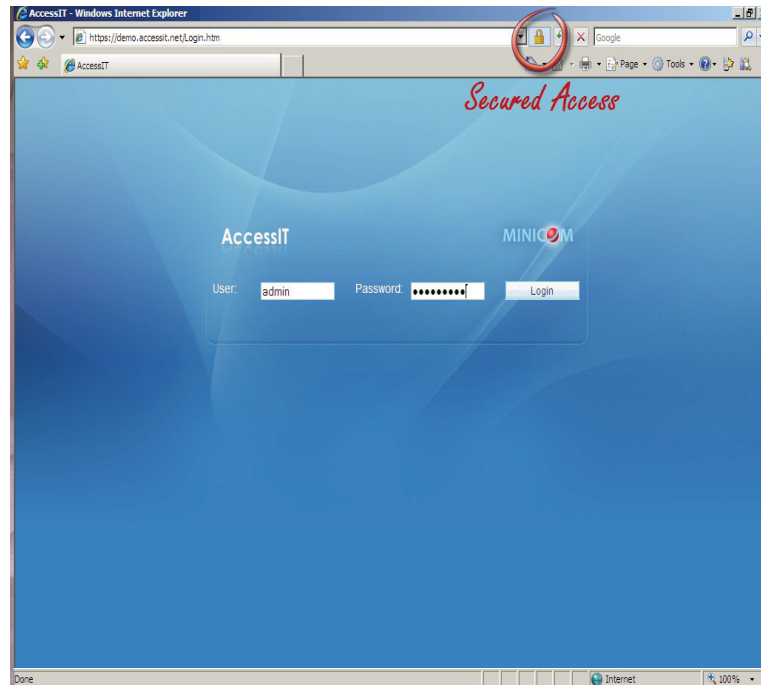


3. How to enhance your IT in 5 quick steps

STEP 1:

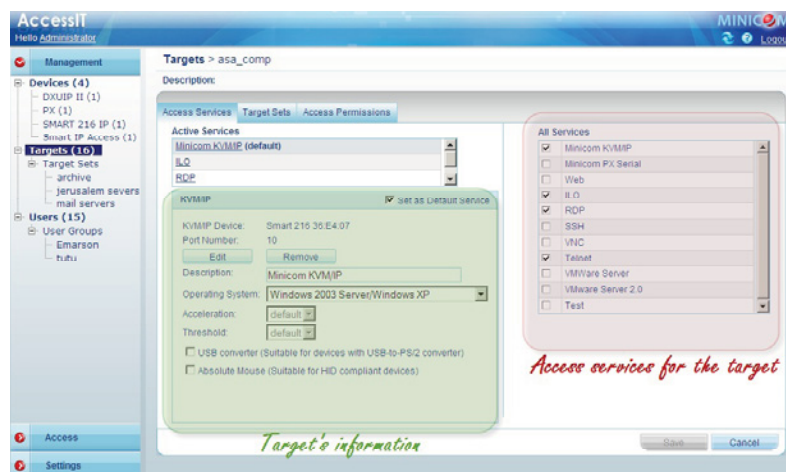
Enter the AccesIT web portal via the LAN/ Internet by typing your username and password.

The system has secured authentication through high grade AES-256 bit encryption, and a multi-level password policy. You also have the option of using an LDAP Active Directory.



Step 2:

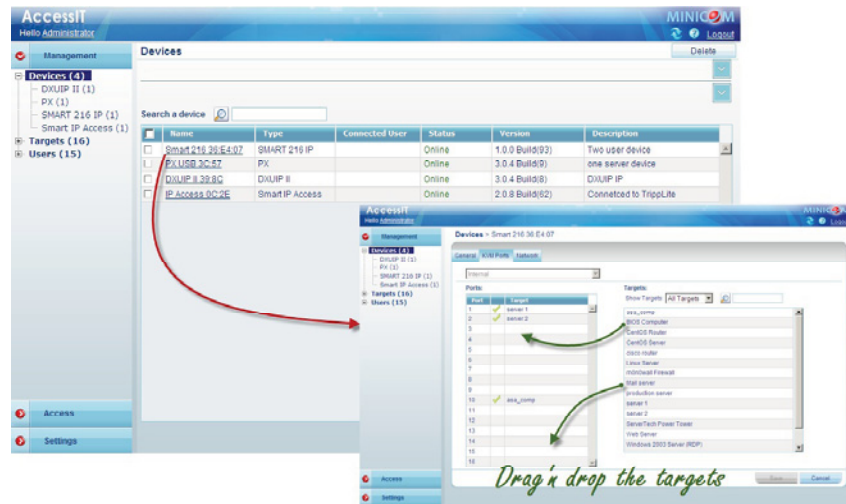
Define and organize in a few clicks your IT assets' properties (IP address, access method, passwords, etc.) and topology (grouping by localization, function, etc.) Choose between the predefined Access Services (RDP, VNC, SSH, KVM, VMware, etc.) or create your own access methods (external software, web based application, etc.)



Step 3:

Integrate Minicom IP KVM devices into AccessIT to enable remote, out-of-band access to your servers and serial devices.

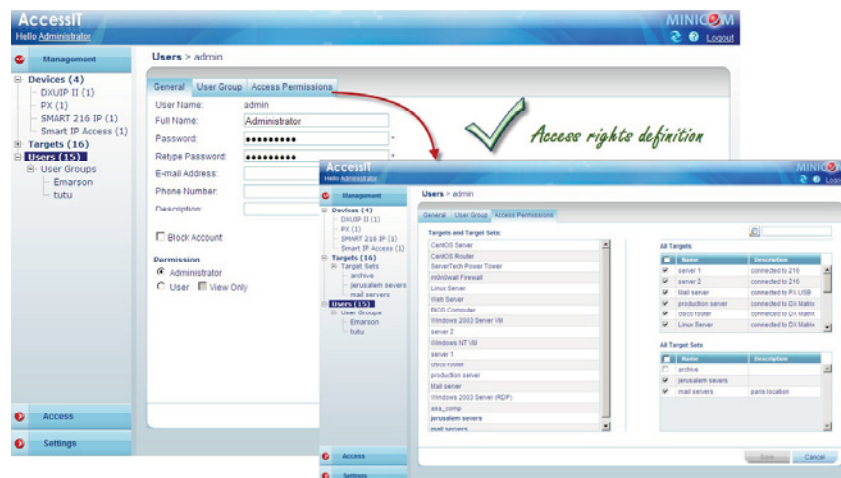
Minicom IP KVM devices are automatically recognized by AccessIT, so you only have to specify the targets servers which are connected to them.



Step 4:

Create user accounts with tailored access rights by authorizing access to targets group or single targets.

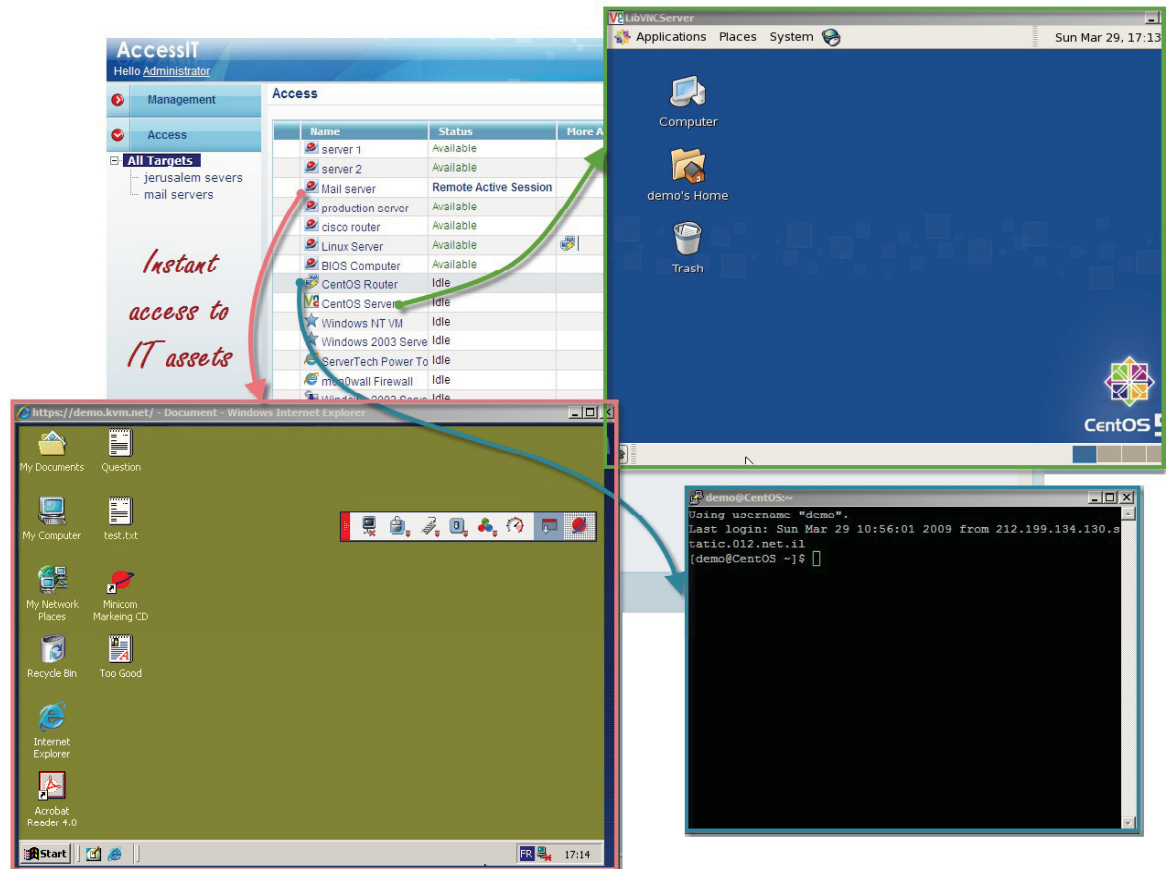
Easily grant access to one of your company's branch offices or departments by creating user groups.



Step 5:

That's it!

You're now able to view all your IT assets at a glance. The multitude of access methods allows you to access and control several devices at the same time.



Access your IT with AccessIT

4. Minicom *Real Needs* approach in action

A real-life example of how Minicom's **Real Needs** approach can not only enhance your IT efficiency, but also save you money!

Company: Networking peripherals manufacturer.

- 220 employees
- 1 IT manager + 3 system admins
- 52 servers distributed between main server room in HQ and smaller server room in branched out R&D facility.
- 4 KVM switches (16 port analog)
- 15 network devices (6 printers, 4 routers, 2 network switches)

The need:

To do more with less! To increase the efficiency and productivity of the IT staff without hiring more workers:

- To add remote KVM access capability to all 52 servers.
- To add remote power management to all servers.
- To manage all IT activity in a central way through one application, without compromising on security.

The solution:

Need / Solution	Minicom's AccessIT	Competition
Remote KVM access	Add 4 IP KVM gateways on top of working legacy KVM switches	Replace entire (working) system
Remote power management	Vendor of choice	Vendor lock-in
Manage remote access and IT staff	Open vendor management system	Proprietary management system
BOM	4 IP Control gateways @ \$595 4 IP power switches - @ \$500 1 AccessIT appliance - @ \$3450 (one time payment! No hidden costs!)	4 IP KVM switches 16 ports @ \$3000 + 52 @ \$99 (Server interfaces) 4 IP power switches @ \$700 1 management appliance / SW
Total MSRP	\$7830	\$23,000 + extra licenses...

Remote KVM access

Minicom Solution - add a IP KVM gateway (e.g. IP Control) to each analog KVM switch

Competition - advocates the "rip and replace" approach, to buy 4 new IP KVM switches and 52 remote interface units.

Remote power control

Minicom Solution – (Vendor of choice) freedom to select any brand of PDU (power distribution unit).

Competition – (Vendor lock-in) need to purchase proprietary PDU from same KVM switch brand.

Open architecture vs Vendor lock-in

Minicom Solution – Open Vendor architecture that is compatible with existing IT systems.

Competition – proprietary system that demands Vendor lock-in.

License

Minicom Solution – No license fees. Unlimited users and services. No hidden costs!

Competition – License fee for each additional user and for additional services such as power management.

Solution price

Minicom's solution is priced at 1/3RD of the competition!

5. Features and Benefits

Features	Benefits
Compatibility	Compatible with all major brands of KVM switching systems for remote access to multiple servers. Preserves and maximizes your existing KVM investment.
Single access gateway for streamlined control	Instead of trying to remember how they all work, IP addresses, user names and passwords, access ALL your servers and IT assets via a single IP address.
Centralized monitoring and auto discovery of KVM/IP devices	Eases installation and configuration, aligning IP KVM with modern IT management standards.
Elaborate grouping capabilities for users and servers	Efficient administration according to typical IT practices.
Automatic distribution of updates to all managed devices	Upgrades for even the entire system are no hassle.
High ROI	As a tech service provider - save direct costs on travel and logistic expenses
	Get your investment back after one house-call or critical down-time
Advanced GUI	So simple you can learn the system in one day instead of weeks for competing systems
Backup and replication	A must-have in mission-critical installations
Access services support	Built-in support for RDP, VNC, SSH, Telnet, ILO and other pre-defined services. You can also create additional customized support for services such as VMware Server, VMware Infrastructure and Wake on LAN
Green solution	Open architecture allows "recycling" legacy switches
Resource based User/Server Access	No need to bother with physical KVM topology
Elaborate security policy, SSL encryption	No breaches added, no compromise for information security
External Authentication system	Integrates with the organization's Active Directory.
Confidence	3 Year global warranty.



6. Technical Specifications

Operating systems	Target Server DOS, Windows, Novell, Linux, SUN Solaris for PC Client Computer Windows 2000 and later with Internet Explorer 6 and later or Firefox 3 Linux x86 and Firefox 3
Authentication	Local or Microsoft Active Directory
Security	SSL, high grade 256-bit AES encryption
Maximum # of users	20
Maximum # of IP devices	50
Maximum # of targets	250 (servers and network devices)
Replication unit	Yes
Backup / Restore	Yes
Device configuration	Automatic discovery of Minicom IP KVM devices
Firmware upgrade	Yes
Protocols	HTTPS, XML, SSH
Form factor	1U x 19" rack mountable
Network connection	RJ45
Power supply	115-230 VAC, 50-60Hz autosensing
Operating temperature	0°C to 40°C
Storage temperature	-20°C to 80°C
Relative humidity	5-95%, non-condensing

7. Marketing tools

◇ Minicom IP Test Drive

See for yourself how simple it is to manage multiple remote access methods, adhering to the highest security standards. Through any of our IP KVM switches or Extenders, experience the real-time performance of remote KVM access and access a server from the BIOS level, as if you were physically connected to it through a local keyboard, video and mouse.

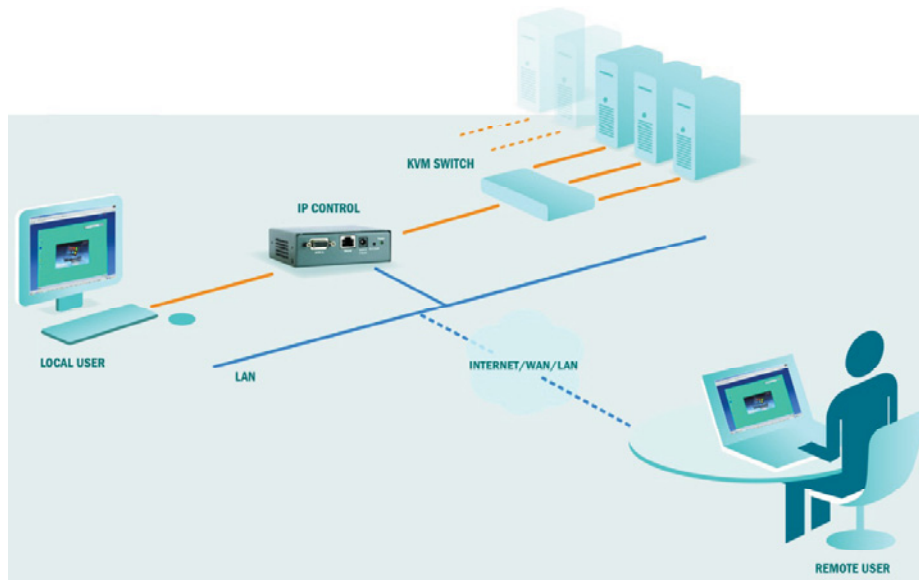
To further enrich your knowledge about Minicom solutions choose between:

- An on-line flash demo of our centralized access management system, [here](#).
- Schedule a guided tour by sending a request to support@minicom.com
- Go to our website - www.minicom.com

8. Minicom IP KVM Extenders & Switches

Minicom offers a wide range of IP KVM Extenders and Switches providing complete BIOS level access and control of your servers from any location. All devices are automatically discovered by AccessIT and automatically appear in the AccessIT GUI.

The Minicom IP KVM Extenders are unique in that they remotely control 3rd party analog KVM Switch systems. (See image below).



Adding remote KVM access to an analog KVM switch through a Minicom IP KVM gateway that connects to the LAN and to the KVM switch.

The Minicom IP KVM Product lines:

- ◇ **Extenders** PX – Non-blocking, palm-sized 1-to-1 remote access to mission critical computers/servers.
- ◇ IP Control – Compact sized connectivity to 3rd party legacy KVM switches with local access.
- ◇ IP Access – Rack mountable IP gateway with 2 LAN and 2 Serial ports.
- ◇ **Switches** Smart 116 IP – 16 port CAT5 switch with 1 remote and 1 local user.
- ◇ Smart 216 IP – 16 port CAT5 switch with 2 remote users and 1 (USB K/M) local user.
- ◇ Smart 232 IP – 32 port CAT5 switch with 2 remote users and 1 (USB K/M) local user.
- ◇ SmartRack 116 IP – Integrated 16 port CAT5 switch & KVM drawer, with 1 remote & 1 local user.

9. Ordering & Shipping Information..

Product name	P/N	UPC CODE	Image
			
AccessIT	0SU00018	654518208955	
IP KVM devices			
			
PX	0SU70028	654518209174	
			
IP Control	0SU70017	654518206913	
			
Smart IP Access	0SU51068	654518206241	
			
Smart 232 IP	0SU70037	654518209921	
			
Smart 216 IP	0SU70036	654518209914	
			
Smart 116 IP	0SU70030	654518209303	
			
SmartRack 116 IP	0SU70050	654518211351	
			
PX Serial	0SU70033	654518209297	

AccessIT package includes:

- ◇ 1 AccessIT appliance
- ◇ 1 User Guide
- ◇ Rack mount bracket set
- ◇ 1 Power cord
- ◇ 1 Minicom CD



10. Access Services™

Minicom offers a full library of Access Services™ that provide seamless access to IT assets in the organization. Minicom's open architecture gives the option to choose from industry-leading pre-defined services and between effortlessly implementing your own customized applications. For the latest up to date supported access services go [here](#). The pre-defined services are set out below.



RDP – Remote Desktop Protocol

RDP is a multi-channel protocol that allows a user to connect to a computer running Microsoft Terminal Services. Clients exist for most versions of Windows (including handheld versions), and other operating systems such as Linux, FreeBSD, Solaris, Mac OS X, and PalmOS.



VNC – Virtual Network Computing

VNC is a graphical desktop sharing system which uses the RFB protocol - (RFB "remote framebuffer" is a simple protocol for remote access to graphical user interfaces. Because it works at the framebuffer level it is applicable to all windowing systems and applications, including X11, Windows and Macintosh. RFB is the protocol used in VNC) - to remotely control another computer. Popular uses for this technology include remote technical support and accessing files on one's work computer from one's home computer, or vice versa.



SSH – Secure Shell

SSH is a network protocol that allows data to be exchanged using a secure channel between two computers. Encryption provides confidentiality and integrity of data over an insecure network, such as the Internet. SSH uses public-key cryptography to authenticate the remote computer and allow the remote computer to authenticate the user, if necessary.

SSH is typically used to login to a remote machine and execute commands, but it also supports tunneling, forwarding arbitrary TCP ports and X11 connections; it can transfer files using the associated SFTP or SCP protocols. SSH uses the client-server protocol.



TELNET – TELEcommunication NETwork

TELNET is a network protocol used on the Internet or LAN connections..

The term telnet also refers to software which implements the client part of the protocol. TELNET clients have been available on most Unix systems for many years and are available for virtually all platforms. Most network equipment and OS with a TCP/IP stack, support some kind of TELNET service server for their remote configuration (including ones based on Windows NT).



HP iLO – Integrated Lights-Out (iLO) Standard

iLO is an intelligent management processor integrated on most HP ProLiant servers. This gives you a virtual presence, i.e. complete control as if you were in front of servers in datacenters or remote sites. This means you are always in control regardless of server status or location. iLO delivers unique remote management simplicity and agility that lowers operational costs, improves IT productivity and increases system availability



VMware Server

VMware Remote Console (VMware VMRC) allows accessing the virtual machine consoles independent of Web-based management interface.



Web Targets – 1-click access to any device URL.

11. Minicom Centralized Access Management

KVM.net ® II and AccessIT - Side by side comparison table

AccessIT joins KVM.net II in Minicom's growing Centralized Access Management stables. To see the difference between these two thoroughbreds, see the table below.

Security	AccessIT	KVM.net® II
SSL, high grade 256-bit AES encryption	✓	✓
Support Replication Unit	✓	✓
Support Active Directory Authentication	✓	✓
Strict Policy	✓	✓
SNMP traps	✓	✓
Syslog	✓	✓
Users	AccessIT	KVM.net® II
User Name	✓	✓
User details	✓	✓
User Group	✓	✓
User Access Permissions	✓	✓
2 Permissions User & Admin	✓	✓
Search Option	✓	✓
# of Users	20	No Limit
Devices	AccessIT	KVM.net® II
Present Device name	✓	✓
Present Device status	✓	✓
Present Device FW version	✓	✓
Present Device IP Address	✓	✓
# of IP devices	50	No Limit
Targets	AccessIT	KVM.net® II
Icon for each Access services	✓	✓
Target Name	✓	✓
Target Status	✓	✓
Target Search	✓	✓
Target Set	✓	✓
# of Targets	250	No Limit
Access Services	AccessIT	KVM.net® II
RDP – Remote Desktop Protocol	✓	✓
VNC – Virtual Network Computing	✓	✓
SSH – Secure Shell	✓	✓
TELNET	✓	✓
HP iLO – Integrated Lights-Out (iLO) Standard	✓	✓
VMware Server	✓	✓
Web Targets	✓	✓
Minicom KVMIP Device	✓	✓
Minicom PX Serial	✓	✓





Other Services	AccessIT	KVM.net® II
Custom Target - ability for Admin to create other Access Service	✓	✓
Wake-On-LAN	✓	✓
VMware ESX and ESXi	✓	✓
3rd party KVM switches	✓	✓
3rd party PDU	✓	✓
3rd party Console Switch	✓	✓
Session	AccessIT	KVM.net® II
KVM/IP Session Timeout	✓	✓
System Timeout	✓	✓
Customized view & Topological view	✓	✓
Windows & Linux OS	✓	✓
I.E & Firefox Browser	✓	✓
Global Settings	✓	✓
Manager configuration and maintenance	AccessIT	KVM.net® II
Minicom KVMIP auto discovery	✓	✓
Schedule Backup	✓	✓
Restore factory default	✓	✓
Reset Appliance	✓	✓
Appliance firmware upgrade	✓	✓
KVM IP devices FW upgrade	✓	✓
Event log	✓	✓
Advanced search and filtering	✓	✓
Hardware	AccessIT	KVM.net® II
1U appliance	✓	✓
Rack Mountable	✓	✓
RJ45 Network Connection	✓	✓
115-230 VAC, 50-60Hz Auto sensing Power Supply	✓	✓

12. Questions & Answers

1. Can I use my analog KVM switches with the AccessIT system?

Answer: Yes. By connecting a Minicom IP KVM gateway (IP control) to your legacy switches you gain seamless access to all servers connected to the KVM switches.

2. Users that needs to connect to the AccessIT system are using Unix clients, can they connect to the system?

Answer: Yes they can connect to the AccessIT system from a Linux machine

3. Can I use my existing brand of PDU with the AccessIT system?

Answer: Yes. The AccessIT is an open system that allows you to define any PDU parameters to gain seamless access and power control of your targets.

4. Can I access my virtual servers through AccessIT?

Answer: Yes, you can access virtual servers. AccessIT contains a predefined VMWare service. You just need to assign the VMWare service to your target.

5. Does AccessIT support a replication unit?

Answer: Yes. The AccessIT replication unit supports data backup and restore. Firmware updates are available for Minicom IP KVM devices and replication units.

6. Can I use Wake-On-LAN?

Answer: Yes.

7. What remote access methods does the AccessIT system support?

Answer: The AccessIT system has built-in support for the following services: Windows Terminal Services (RDP), VNC, Telnet, Secured Telnet (SSH), Web access, ILO, Minicom KVM & Serial IP devices. AccessIT also easily allows you to create & add your own Access Services to the system, such as VMware remote console service and more...

8. What type of security does the AccessIT have?

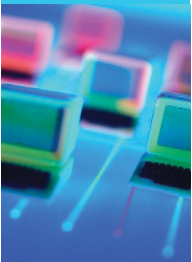
Answer: The system uses 256 bit AES encryption to secure the sessions between the users to the AccessIT and the IP gateway devices.

9. What models of Minicom IP KVM Devices does the AccessIT support?

Answer: PX, IP Control, IP Access, Smart 116IP, Smart Rack 116IP, Smart 216IP, Smart232IP, DXUIP

10. How many Servers & Devices can the AccessIT system support?

Answer: Up to 250 servers & network devices.





International HQ

16 Hartom St
Jerusalem, Israel 91450
Tel: +972 2 535 9666
minicom@minicom.com

America

414 North Wood Ave
Linden, New Jersey 07036 USA
Tel: +1 908 486 2100
info.usa@minicom.com

Europe

Tel: +972 2 535 9681
info.europe@minicom.com

Asia Pacific

Tel: +972 2 535 9618
info.ap@minicom.com